

## Message Text

UNCLASSIFIED

PAGE 01 MILAN 02674 130822Z  
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 /020 W  
----- 106737 /12

R 101650Z DEC 76  
FM AMCONSUL MILAN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 5117  
AMEMBASSY ROME

UNCLAS MILAN 2674

E.O. 11652: N/A  
TAGS : BBSR, BEXP, IT  
SUBJECT: CONTRACTING OF WDTR REQUIREMENTS

REF: DEPARTMENT A-5327

INFO REQUESTED IN PARA 5 OF REFERENCE IS AS FOLLOWS

A). KOSMOS S.P.A., MILAN, CREDIT INFORMATION AND COLLECTING  
AGENCY, MARKET RESEARCH. FIRST CONTRACT SIGNED MAY 31, 1974.  
REPORTS ALSO USED BY OTHER ITALIAN POSTS.  
B). 1. FROM MAY 31, 1974 TO FEB. 27, 1976 \$4.68 (\$1-865 LIRE)  
2. FEB 27, 1976- DATE \$6.35 (\$1-865 LIRE)  
C). FY-76 APPROX 600 TO ALL POSTS IN ITALY USING KOSMOS REPORTS.  
MILAN USED 342 REPORTS.

FY-77 ESTIMATE 600

D). ALL  
E). NO. CONTRACTOR PROVIDES INFO ON COMPANY'S FACILITIES,  
SIZE, NO. OF EMPLOYEES, BUSINESS CACTIVITY, BANK  
REFERENCES, CREDIT WORTHINESS.  
F). YES. OTHER SOURCES ARE CREDIT CHECKS WITH UP TO THREE  
BANKS.  
G). NO  
H). NO  
I). NO. SIC CODING DONE BY FSL. ESTIMATED TIME PER REPORT:  
15 MINUTES  
J). CONTRACTOR SEEKS INFO IN ITS OWN NAME.  
K). NO

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MILAN 02674 130822Z

L). 15, 7, 30

M). Q. FSO, 200 HOURS; FSL; 1000 HOURS

2. 300 HOURS; TRANSLATION DONE BY FSL CLERICAL

3. 300 HOURS

N). FSO 300 HOURS; FSL; 600 HOURS

O). PASSABLE, BUT GENERALLY FUZZY OR BLAND ON SUBJECT OF FIRM'S REPUTATION.

2. SPOTTY

3. SATISFACTORY

P). NO, AS CONTRACTOR REPORT IS ONLY ONE OF SOURCES USED FOR WTDR INFORMATION. TO AND ADS LEADS OBTAINED THROUGH STANDARD WTDR QUESTIONNAIRES SENT TO EACH FIRM.

Q). ONLY TO THE EXTENT THAT CONTRACTOR IS USED AS JUST ONE SOURCE OF INFORMATION AND NOT RELIED ON FOR COMPLETE RESEARCH AND PREPERATION OF FINAL WTDR.

R). AS CONTRANCT WITH KOSMOS DUE TO EXPIRE IN EARLY FY 77, MILAN ACTIVELY CONSIDERING CHANGE OF CONTRACTOR.

SAMPLE REPORTS PROVIDED BY PROSPECTIVE CONTRACTOR CONTAIN MORE FRANK AND USEFUL INFORMATION AND MAY CUT DOWN THE TIME SPENT BY FSL ON WTDR PREPERATION. COST PER UNIT WOULD, HOWEVER, BE HIGHER. THEREFORE, WE NOW MUST EXAMINE TRADE OFF BETWEEN USEFULNESS OF INFORMATION, SAVINGS OF FSL TIME, AND THE HIGHER COST OF CREDIT REPORTS.FINA

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976MILAN02674  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760458-0863  
**From:** MILAN  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1976/newtext/t19761254/aaaabust.tel  
**Line Count:** 83  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** wolfsd  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 21 MAY 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <21 MAY 2004 by hattaycs>; APPROVED <13 AUG 2004 by wolfsd>  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CONTRACTING OF WDTR REQUIREMENTS  
**TAGS:** BBSR, BEXP, IT  
**To:** COM  
**Type:** TE  
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